

## WHITMAN DRUG COMPANY

ON THE SQUARE IN ELBA, ALABAMA



MONDAY, TUESDAY &amp; WEDNESDAY - AUGUST 23, 24 &amp; 25

Handy Index Address Book 19¢ Bulletin &amp; Black Board 99¢

Compass With Pencil 19¢ Family Haircutting Kit 3.99

Pack of 5 Scratch Pads 19¢ 3-Ring Canvas Binders 39¢

Pocket Memo Book 19¢

Vinyl Book Bag 29¢

30 Ct. Push Pins 29¢

Pocket Stapler 29¢

Memo Holders 29¢

Zippered Brief Cases 99¢

Pencil Sharpener \$1.29

Electric Alarm Clock \$2.99

Shoe Paste Polish 17¢

Typing Paper 33¢

Metal Book Rack 69¢

Holder-Folder 59¢

Wire Bound Steno Book 19¢

5-Assorted Eraser Set 19¢

80-Plain Index Cards 19¢

80-Ruled Index Cards 19¢

Assignment Book 19¢

Large Wall Maps 69¢

Record Rack \$1.29

Alka Seltzer Foil Tablets 83¢

Pal's Multiple Vitamins 1.59

Phillips Milk of Magnesia 99¢

Mylanta Antacid 1.39

Aids Diet Candy 2.59

Excedrin Pain Reliever 99¢

Zippered Pencil Case 19¢

Pocket Dictionary 69¢

6-Pocket Shoe Caddy 69¢

12-Wooden Color Pencils 69¢

Lazy Susan Compartment

Handy Desk Organizer 99¢

WEAVER  
QUALITY BALL  
POINT PEN

14¢

1/2" X 400" CELLO TAPE 10¢

PACK OF 12-YELLOW  
NO. 2 LEAD PENCILS 24¢

PRETZEL STICKS 5¢

"WEAVER" STICK PENS 4¢

100-COUNT VINYL

SANDWICH BAGS 19¢

HAIR TRIMMER COMB 49¢

OPAQUE PANTY TIGHTS 79¢

VESPRESSO FEMININE

HYGIENE DEODORANT 88¢

TEASING HAIR BRUSH 10¢

CASSETTE RECORDING TAPE 49¢

Sturdy

Metal

Shoe

Rack

99¢

Wood

Rulers 5¢

Fine Line

Markers

10¢

300-Sheets

Filler Paper

39¢

PACK OF 10  
VINYL TRASH  
CAN LINERS 39¢

LEPAGE'S WHITE

SCHOOL GLUE-1 1/4 Oz.

14¢

## The Elba Clipper

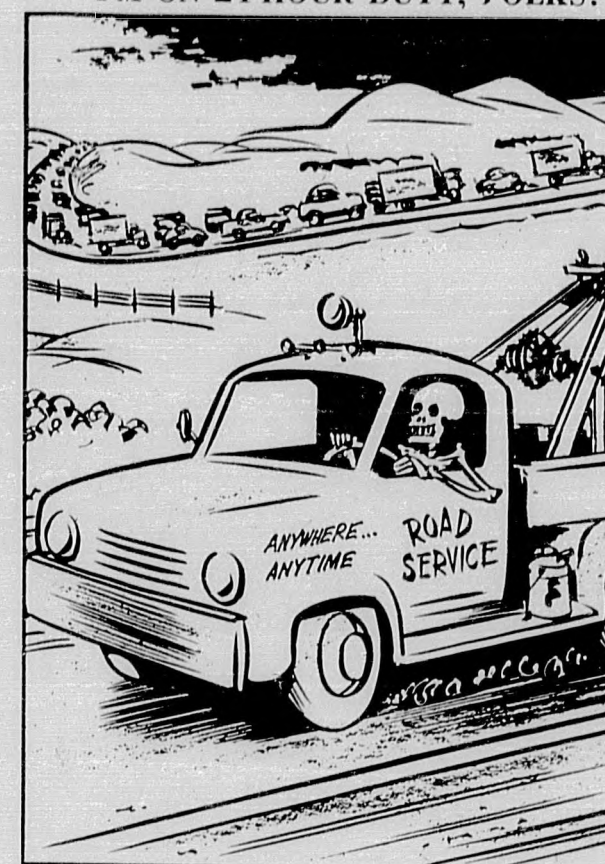
ELBA, ALABAMA 36323 THURSDAY, AUGUST 26, 1971

ONE SECTION, 8 PAGES

NUMBER 3

VOLUME 74

'I'M ON 24-HOUR DUTY, FOLKS!'



LABOR DAY 1971

We are about to observe another three-day weekend. On the last one, Independence Day, 636 persons were killed on the highways. By comparison, during the same week, 29 U. S. soldiers were killed in battle in Vietnam.

The war is coming to an end, but there seems to be no end in sight for senseless highway slaughter.

Many lives could be saved if motorists took the simple precaution of being certain their automobiles were functioning properly before leaving home. Others could be saved by using the safety belts provided by all manufacturers. And still more could be saved if that "one for the road" was made from a recipe of three parts of caution mixed with one part of common sense.

EDITOR'S NOTE: Truthfully speaking this newspaper can't afford to give up a single reader to the Labor Day traffic toll!

County Records Increase  
In Business Of 21%

A quick glance at the latest figures released on Alabama Trade Highlights are encouraging for this county. The State of Alabama registered a 15.6% increase in May, 1971 over May, 1970 and Coffee County registered a whopping 21.3% increase during the same period.

Leading the way in Coffee by exceeding the state average were Apparel with a 11.9 increase compared to 11.5 statewide; automobiles 21.8% increase compared to the state average of 19.5% and gas stations showed a 12.1% increase. The largest increase in the county was the group that includes non-retail and "unclassified business." This group reported an 80.6% increase over May of 1970!

On the sour side of the picture, Hardware and Farm implements in Coffee County registered a 26.3% drop over the same period last year while the state average was climbing over 10% and another of our neighbors, Covington County, reported a 36% increase.



The fellow who pays cash for his wants soon gets into the habit of not wanting much.—Willie M. Jenkins, The Hermitage (Mo.) Index.

The only people who succumb to hard work are those who kill themselves doing it.—N. DeVane Williams, Holmes County (Fla.) Advertiser.



The best gift for the man who has everything is a burglar alarm.

Time Now  
For Ordering  
Seedlings

Now is the time to order pine and hardwood seedlings and to do any necessary site preparation work that may be needed to assure good survival and growth of the planted seedlings, according to County Forest Ranger Gordon Drewery.

The deadline for filling application for seedlings is September 30, 1971; however, applications received after this date will be handled in order of receipt as long as seedlings are available, said Ranger Drewery. Seedlings should be ordered on application blanks which may be obtained from the local Forest Ranger's Office; also, help may be obtained there in filling out the application.

Pines can be obtained for \$6 per thousand f.o.b. nurseries while the cost of red cedar and the various hardwoods is \$10 per thousand.

Site preparation and planting are expensive; however, it may be possible to obtain cost sharing from the government. The government through their REAP program of the Coffee County Agricultural Stabilization and Conservation Office may share in these costs.

Police Find  
Bicycle In  
Local Alley

Elba Police Chief Jack Smart told this newspaper Tuesday, "My men found a nice bicycle that was left in an alley recently. It was found about 5:30 a.m. on August 21st (Saturday)."

Smart will gladly surrender the bike to its rightful owner if the owner will just come forward and identify the bike.

Baptist To  
Preach In  
Methodist Church

The fifth Sunday joint service of the Elba United Methodist Church and the First Baptist Church will be held Sunday, August 29th at 7 p.m. The last service was held at the Baptist Church, therefore this service will be at the Methodist Church with the Reverend James Auchmuty delivering the message.

Elba Day is Monday, September 6th.

The holiday committee of the Elba Merchant's Association announced this week that Elba merchants will again observe the Labor Day holiday closing.

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## ELBA TIGER MARCHING BAND - 1971

Pee Wee Football Is  
Formed Into League

Representatives from five communities within 3 miles of Elba met Saturday, August 21, 1971, at Lurline to form the Pee Wee Football League. The coaches are most enthusiastic with the league formation and are looking forward to a highly successful season.

The public is strongly urged to support their youth and at the same time see a thrilling brand of football.

S. E. Sawyer, who is Volunteer Coach of the Elba Pee Wee Football League, is already being used to some degree. One does not have to have a daughter in Scouts to be a member of the leadership council. If you are interested, contact him at his home.

Highway Patrolman Donald E. Morris was recently promoted to the rank of Corporal and transferred from Elba to Troy. He will serve as supervisor for Pike and Bullock Counties following the transfer.

Morris was born in St. Louis, Mo., and grew up in Japan, Germany or wherever his Army father happened to be stationed. He became a highway patrolman in 1964 after serving with the Dothan police department.

The highway patrol stationed him in Birmingham for one year and in 1965 he was transferred to Elba. According to Morris the ensuing six years were the longest he had lived in one place during his entire life, again due to his father's military career.

Morris said this week, "I sure hate to leave Coffee County. I have enjoyed working here and know there are no nicer people anywhere."

If you want to be original, be yourself. God never made two people exactly alike.—Lee R. Call, Star Valley (Wyo.) Call

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Girl Scouts Need  
Volunteer Leaders

In an effort to locate officers for the coming year, the Girl Scout Council of Elba announces the following vacancies: council and assistant council, now held by Mrs. Mace Cook, Consultant, now held by Mrs. Lister Brunson and several troop leaders are needed.

The Girl Scouts perform a valuable service in the training of our daughters to be good citizens and well-rounded persons, but it, like all other groups, must have those who are willing to sacrifice a little of their time in making their organization function.

Elba is fortunate to have Camp Humming Hills just five miles from us. This will provide excellent camping facilities in the near future, and is already being used to some degree. One does not have to have a daughter in Scouts to be a member of the leadership council. If you are interested, contact her at her home.

Mrs. Ann Kendrick Hargrove of Waynesville, N.C., was one of 28 seniors to receive degrees from Western Carolina University with honors at commencement exercises Friday, August 20.

She was awarded the bachelor of science in education degree magna cum laude (with great distinction). She majored in music and concentrated in piano.

Mrs. Hargrove is a former resident of Lurline and a graduate of Lurline High School. She is the daughter of Mrs. John W. Kendrick of 110 Academy St., Waynesville, N.C., and the late Mr. Kendrick. She is the granddaughter of Mrs. Will Kendrick and the late Mr. Kendrick of Elba.

While at WCU, Mrs. Hargrove was a member of the University Concert Choir and the Madrigal Singers. She was named to the dean's list every quarter of attendance at WCU.

She is a member of Zeta Tau Alpha sorority, Alpha Lambda Delta and Delta Omicron, honor societies.

Shiloh Plans  
Ole-Fashioned  
Day Sunday

Next Sunday is Ole-Fashioned Day at Shiloh Baptist Church as announced by its pastor Auburn Hayes. The women and girls will be wearing long dresses and the men will be wearing overalls. After the morning worship service there will be an ole-fashioned dinner served on the grounds at 1:00 p.m. Already great enthusiasm has been generated among the young people as they make preparation for this event.

The Shiloh Church already is making plans to celebrate its 120th anniversary in November. Also, plans are being rushed to launch a new building program which will include a youth and recreation center to be in operation sometime early 1972.

--Taney County Republican, Forsyth, Mo.

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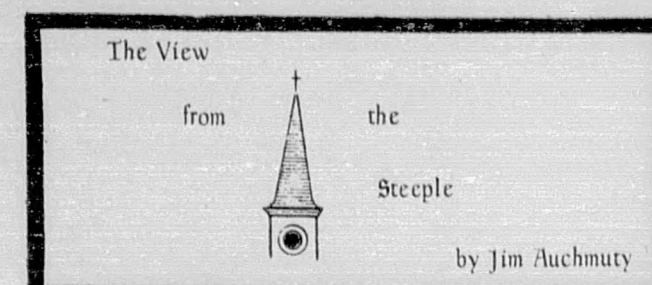
--Taney County Republican, Forsyth, Mo.

POOR ORIGINAL









## THE TALKING DOLLAR

Interesting things are taking place in the Alabama Legislature. Consider 3:

(1) Rep. John Culver of Tuscaloosa successfully pushed a bill through the House which, by his own admission in my presen-

the price of **Ashes**

They haven't increased in value at all. But don't wait until fire reduces your underinsured home to ashes to find out. See me and I'll explain how a State Farm Homeowners Policy with Inflation Coverage can keep your home insured for all it's worth.

**JIMMY HORNBY**  
528 N. Claxton Ave.  
89-2985  
STATE FARM  
Fire and Casualty Company  
Home Office  
Bloomington, Illinois

**THOMASON CARPETS**

Price Right - Financed Right - Installed Right  
CARPET AND VINYL ROLLS ON HAND  
-- READY TO INSTALL --  
CALL ANYTIME 897-2836 or 897-2995 FREE ESTIMATES  
REMNANTS - PLENTY

The children of Mr. and Mrs. Archie Driskill Fuller honored their parents on Sunday, August 15th, with an afternoon reception in the Fellowship hall of the Church of Christ in Elba, Alabama for their Golden Wedding Anniversary.

Guests were directed to the reception by Mr. Roy Fuller and Mrs. Harvel Fuller. Mrs. A. D. Fuller, Jr., greeted the guests and presented them to the receiving line.

Presiding at the registry table was Mrs. Therese Tyne and Miss Frances Danford. The registry table was overlaid with a white satin cloth which was draped with an imported lace top. A white bridesmaid basket held an arrangement of light and dark shades of gold mums and

daisies with nosegays of gold tulips, ribbon and lilies of the valley, centered with miniature love birds placed on each side of the basket.

The cake table was overlaid with a white satin cloth draped with gold ribbons and cascades caught at the sides with large love birds, gold ribbon and small gold wedding bells. The table held the 3 tier traditional cake with gold columns, gold roses and topped with the Golden Wedding Anniversary top. The focal point was a large candelabrum decorated with large gold fuji mums, gold candles and the small gold wedding

balls and streamers of the same color. Presiding at the cake table was Mrs. Herman Dismukes, Mrs. A. D. Fuller, Jr., Miss Tina Boswell and Miss Lynn Dismukes.

The punch table was lavishly decorated in gold overlaid with matching white satin cloth, with large gold wedding bells with gold ribbon in graceful cascades. A sunburst arrangement of Dahlias, Marigolds, Mums and Glads was the center piece. Guests were served refreshments of punch, coffee, sandwiches, nuts and mints. Mrs. Foy Phelps poured the punch and Mrs. Samuel Boswell poured coffee. Assisting were Mrs. Roy Fuller and Miss Sherrie Danford.

Gifts were displayed on tables draped with white cloths. Matching shades of gold and yellow satin roses caught the sides and center of each table. Tasteful arrangements of marigolds and Dahlias with nosegays that matched those used on the registry table decorated the gift tables. Greenery and gold candles were also used to complete the reception room.

Presiding at the gift tables were Miss Deborah Fuller, Miss Tammy Brunson and Miss Edna Carr.

Circulating hostesses were Mrs. Frank Danford and Mrs. Talmadge Brunson who were accompanied by the brothers Mr. Mike Fuller, Mr. Lloyd Fuller and Mr. Harvel Fuller.

Mrs. Fuller's dress was of pure silk from Hong Kong with a gold background with blending shades of yellow and blue. The children presented her with a yellow orchid with gold ribbon, and a Carnation boutonniere.

A large number of guest and relatives called throughout the afternoon. To make their anniversary complete all eleven children were present for the occasion.

The national average support price for the 1971 peanut crop has been set at \$268.50 per ton.

Default having been made in the payment of the indebtedness secured by that certain mortgage executed on the 10th day of February, 1969, by Henry Colins Hardy and wife Mary N. Hardy to Realty Mortgage Company, recorded in the office of the Judge of Probate of Coffee County, Alabama, in Mortgage Book 45-4, page 158, and assigned of record by Realty Mortgage Company to Jacksonville National Bank, recorded in Misc. Book 18, page 279, aforesaid Probate Office, and assigned of record by Jacksonville National Bank to First Federal Savings & Loan Association of Decatur, as Transferee, under and by virtue of the power of sale contained in said mortgage will be sold at public outcry to the highest bidder for cash in front of the main entrance of the Courthouse in the City of Elba, Coffee County, Alabama, on the 24th day of September, 1971, during the legal hours of sale, the following real estate situated in Coffee County, Alabama, to-wit:

A lot or parcel of land in the City of Elba, Coffee County, Alabama, and being more particularly described as follows: Beginning at the intersection of the South line of the SE1/4 of Section 6, T2N, R20E with the West line of Alabama Highway No. 189 and thence along the South line of said forty, 268.4 feet, thence running N32 degrees - 05' - 09" W, 127.6 feet; thence running N62 degrees - 19' - 30" E, 246.4 feet to the West line of said highway; thence running S28 degrees - 51' E along the West line of said highway, 244.2 feet to the point of beginning. Said

lot being in the SE1/4 of the NE1/4 of Section 6, T2N, R20E, and containing 1.030 acres, more or less. Subject to federal tax liens, if any.

This sale is made for the purpose of paying the indebtedness secured by said mortgage, as well as the expenses of foreclosure.

First Federal Savings & Loan Association, Transferee of Decatur, Thomas, Tallapoosa, Fort-McCurtis & Murray Attorneys for Transferee

8/26/71.

INVITATION TO BID

Sealed proposals in duplicate for the construction of Elba Middle School and Elba Area Vocational School.

Two separate projects for the Elba City Board of Education, Elba, Alabama, will be received at the office of the Superintendent of Education at Elba until 2:30 p.m. CDT, Tuesday, September 14, 1971, and then publicly opened and read aloud.

Each bidder may bid on each project individually or he may bid on the two projects combined. He shall however, have to treat the projects separately for bookkeeping purposes should he be awarded the contracts for both projects.

Drawings and Specifications will be open to public inspection at the Office of the Superintendent of Education, Office of the Architect, F. W. Dodge Plan Rooms in Montgomery, Birmingham, Mobile and the Birmingham Builders Exchange.

Only bids of qualified General Contractors as licensed by the State Licensing Board for General Contractors will be considered, as required by Title 46, Sections 65-82, of the 1940 Alabama Code. Plans and Specifications may be obtained from the Architect upon deposit of \$50 per set (\$25 each) which will be refunded in full on the first two sets issued

to each general contract bidder submitting a bona fide bid, upon return of documents in good condition within ten days of bid date. Other sets may be obtained with the same deposit, which will be refunded, as above, less cost of printing and handling. No partial set of plans will be issued. Specifications will not be issued in partial sets.

Certified check or Bid Bond for not less than 5% of the Base Bid on each project, but not more than \$10,000, must be attached to each proposal. Performance and Payment Bonds will be required of the successful bidder (s). Right is reserved by the Owner to reject any or all proposals and waive technicalities. No bid may be withdrawn until thirty days after bid date.

Elmer Taylor

Superintendent of Education, Elba, Alabama

Phillip D. Burns, Architect

2750 Boulter

Montgomery, AL, 36106

262-5778

8/12/71.

Southland Materials & Paving Co., Inc.

Elba, Alabama

Re: CCP 16-28-70

Coffee County

Amount of Contract: \$14,731.72

Amount Performed: \$14,134.92

Southland Materials & Paving Co., Inc. hereby give notice that they have completed the construction on Project No. CCP 16-28-70

8/12/71.

LEGAL NOTICE

I will no longer be responsible for any debts other than those made by me personally.

Charles G. Brooks

8/5/71.

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## HOSPITAL Notes

Persons admitted to the Elba General Hospital during the period of August 17 through August 24th were the following:

Murphy Cox, John Moulry, Boyd Wayne Stigler, Bobby Legcar, Steven

## CLARK CINEMA

ENTERPRISE, ALABAMA  
—SATURDAY & SUNDAY OPENS 1:30—STARTS 2:00—  
WEEKDAYS BOX OFFICE OPENS 6:30 SHOW 7:00

Aug 25-28  
**The Last Rebel**  
Joe Namath

plus  
**Flight Of The Doves**  
Ron Moody Jack Wild

—coming—  
**VANISHING POINT**

COFFEE DRIVE-IN  
OPEN 6:30 - SHOW 7:00  
THU.-FRI.-SAT.  
GIGI GOES TO POT  
plus  
ERIK ONE  
Sun.-Mon.-Tue.-Wed.  
LORO LOBO  
plus  
HORNETS NEST

DALE DRIVE-IN  
OPEN 6:30 - SHOW 7:00  
THU.-FRI.-SAT.  
AIRPORT  
plus  
CHANGE OF HABIT  
Sun.-Mon.-Tue.-Wed.  
WHEN EIGHT BELLS  
plus  
TOLL  
plus  
WHAT EVER HAPPENED  
TO AUNT ALICE?

COLLEGE CINEMA  
5:30 & 8:25  
THU.-FRI.-SAT.  
RED SKY AT MORNING  
Sun.-Mon.-Tue.-Wed.  
MURDERS IN THE RUE  
MORGUE

CIRCLE DRIVE-IN  
U. S. 24 EAST BY-PASS  
(Across from West Gate Shopping Ctr.)  
Box Office Opens 7:30 Show starts 8:00

Wed.-Thurs.-Fri.-Sat.  
1 BIG WEEK  
WILD ROVERS  
plus  
KELLEY'S HEROES  
Sun.-Mon.-Tue.-Wed.  
MAD DOGS  
plus  
ENGLISHMEN  
plus  
PERCY

THU.-FRI.-SAT.  
1 BIG WEEK  
MYRA BRECKENRIDGE  
plus  
JOHN & MARY

THU.-FRI.-SAT.  
1 BIG WEEK  
DIXIELAND  
Drive In Theatre  
Aug. 26 thru SEPT 1st.  
Between Elba & Opp.  
ADMISSION 1.50  
OPEN EACH  
NITE AT  
7:00

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Persons discharged as of this time were:

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## COFFEE NEWS & CHAT

BY SARA E. HUTCHINSON

SAFETY

GOING swimming? Take a "buddy swimmer" along. One of the first safety rules of swimming is never swim alone. If a person gets a cramp, finds himself in deep water or gets caught in a current, he could drown unless someone is with him to call for help or give assistance.

Remember, too horseplay is dangerous around the water. Many accidents have occurred because of careless or foolish acts. Thinking before diving is another safety hint. Many people are seriously injured or drowned each year because they didn't check the depth or condition of the water before they dived. Logs, glass and other dangerous objects are sometimes found in shallow waters. And sometimes it's difficult to judge the depth of water from above.

Never swim in areas where there are no life guards present. A supervised swimming area is the safest place for swimmers of all ages.

VACATION

One way to enjoy a vacation more is to travel light in the clothing department and use the space for all the gear used for fun in the sun.

Now, with all those knitwear and double-knits for men, the whole family can travel with a minimum of apparel. People seeing you for the first time won't know that you only brought one or two outfits.

This light-weight, travel luxury is complimented by many self-service, laundry-dry cleaning stores that are available for the vacationer at resort hotels or camps. If you have a permanent press dress is soiled, take it to the coin-op laundry and have it fresh and clean in about 40 minutes. When Dad's polyester double-knit jacket or slacks get some stains, they can also be refreshed in minutes.

Use water, synthetic detergent or bleach for a non-greasy stain. If you use a commercial spot remover, follow the manufacturer's directions carefully. To really safe, test a stain-removal technique on a scrap of fabric or a hidden part of the upholstery.

To remove embedded soil, try the scapoids method. Combine one part mild soap flakes, chips or shaved soap with five parts boiling water and allow to cool about one hour to form a jelly. Beat a small amount of soap jelly to the consistency of stiff butter. Scrub fabric with lather, cleaning a small area at a time, working towards the center.

Loosely woven materials without nap should be scrubbed with a sponge gently with the weave, to prevent the breaking of threads. Remove soiled areas with the dull edge of a knife. Wipe with a soft cloth wrung dry in clear water. Wipe again with a damp cloth to be done in a warm, breezy place so the surface will dry rapidly.

HELP FIGHT LITTER!

BEEN BLOWING A LOT OF FUSES LATELY?

Maybe your present wiring system is not sufficient to carry your electrical load. Better call JESSE MURPHY. He will be glad to check your wiring & tell you just what you need. Jesse does re-wiring, installs new entrance boxes, will wire your new home, installs & wires in air conditioners, electric ranges and clothes dryers. For all kinds of electrical wiring call Jesse Murphy 897-2062.

8/26/4td.

FOR SALE - Irish Setter puppies, 7 weeks old. Call 897-6221 after 5 p.m. Jo Brown. 8/26/4td.

FOR SALE - Weimarner puppies Puredred, temporary shes, \$40 each. Call 897-6700 mornings and 897-6240 after 5 p.m. 8/26/4td.

FOR SALE - AKC miniature Dachshund puppies, large temporary shes, \$50 and \$60. Call 897-6700 mornings and 897-6240 after 5 p.m. 8/26/4td.

FOR SALE - 28' wide refrigerator, excellent condition, price \$65. Elba Motel Apartments, phone 897-2422 or 897-2803. 8/26/4td.

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FOR SALE - 1968 Ford Torino 2 dr. H.T. V-8 automatic P.S. air conditioner \$1995

1969 L.T.D. 4 door Sedan Loaded \$1995

1969 AMERICAN MOTOR AMBASSADOR D.P.L. Station Wagon Loaded \$1895

1970 FORD MAVERICK 2 dr. 6 cyl. standard shift radio heater \$1695

1968 CHRYSLER Newport 4 dr. sedan Loaded \$1695

DISMUKES FORD

Manual or Electric

The Elba Clipper

P.O. Box A Elba, Alabama 36523

509 West Main-Dothan, Alabama Phone 794-2658

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## Parents Know the Drug Threat

The Child You Save May Be Your Own

A MESSAGE FROM  
JACK BRUNSON, MAYOR  
City of Elba, Alabama

Most of us like to think that the drug threat is a problem in some far off big city, but the fact is that we have a drug threat in our City and County today. For this reason I obtained a series of articles for publication in an effort to communicate with as many parents as possible. This series, as the title implies, will be to give all parents in our community some of the latest information on drug abuse.

### Today's Subject: The Appeal of Drugs to Teens

Here are some of the reasons given by youthful drug users for taking drugs, in a series of national surveys of young people in the high school-college age groups:

1. It is a way of "hitting back" at parents — getting even with them for the 1001 things parents do and make their children do in the growing-up process.
2. Taking drugs is a means of feeling love — love in general terms, not physical necessarily — drugs are a way of returning to the basic fundamentals of life.
3. Some students said they felt drug experimentation was in this modern day, a means and part of growing up.
4. Many said words to the effect that it was enjoyable to see their parents get upset about something genuine. In short, taking drugs seems a method of telling the "old man" to go to hell with his hypocrisy.
5. There were those who gave the excuse that drugs were a release from daily tensions and the heavy demands of school work and offered relief from frustrations and the feeling of defeat.

Naturally, to combat the drug problem, we must know facts about drugs, but perhaps even more important is knowing some of the basic reasons why youngsters are using drugs in this beautiful land of opportunity we call America. The above reasons are only a small fraction of the entire list. I am sure that will give us all food for thought within our own personal family situations.

In trying to analyze drug abuse we must certainly bear in mind that children today are raised in a family society. They have come to know, from infancy, they can go to the doctor and get a shot for this ailment and a pill for that. It follows then that there is a good reason why children have built the impression they can be doctored chemically for any physical or emotional problem. And, let's not forget the influence of TV. Wouldn't a child easily come to feel that there is a chemical cure for everything by watching TV commercials?

It has been reported that some of the best children, the articulate child who brings home good grades and may often be a student body officer, even these youngsters are high on the list of drug abusers. So then, another reason for trying drugs comes to the front: to be one of the group, to be accepted as equal, to be recognized as an unquar.

Some experts in the field of drug abuse say that it is time for the "generation gap" and all such nonsense to come to a dead halt. In other words, now is probably the best time for parents to take the reins once again and find out what is going on among the children. Let's begin to recognize the signs of a situation developing into a serious problem BEFORE it happens, instead of placing ourselves in the position of simply saying, "I'm sorry" after it has happened.

There are many professional people, doctors, ministers, family counselors, and your public services, that stand ready to help you solve problems BEFORE they become catastrophic in nature. Don't wait too long . . . that child you save may be your own!

Next week there will be another article for your consideration. Thanks for being with me.

## Women Alone Death Claims

Are Targets For Fannie D. Byrd

Foul Play On August 23

If you are a woman living alone, you can be an easy target for foul play, unless you take precautions to protect yourself against intruders, says Miss Ruth Rivers, Extension community health education specialist. And there are several precautions you should take if you live alone.

List only your initials and last name on mailboxes and in telephone directories.

After moving into a house or an apartment, change the door locks. It's impossible to know who still has keys to the old locks. If you are a renter, check with your landlord before any changes are made. Your lease may have conditions with which you must comply.

Install and use chain locks or a peephole. If you are alone, never open a door to strangers without having the chain in place, add the specialist. Police officers, reputable salesmen and authorized servicemen will always show proof of identification when asked. And they will wait while you check to make sure the identification is genuine.

If you get a wrong number telephone call, don't give your name and address or admit that you are alone. Should the caller ask "What number is this?", simply answer by asking "What number are

LUBURN UNIVERSITY SCHOOL OF BUSINESS

## \$ A U BUSINESS TIP \$ \$

Imagine filling out a questionnaire just to cash a check! One large grocery chain found out the hard way that its customers did not like inconvenience. The store's lower losses in bad checks did not compare with sales losses from dissatisfied customers.

The store, in this example, learned that customer satisfaction is synonymous with profit. Research has found that profit follows the customer-oriented store. Research oriented stores, your steady and loyal customers make a business. Spend as much time and effort as if not more, in trying to retain customers as in gaining new ones. Treat your old customers as something special—they are. It's years to build customer goodwill, yet it may be destroyed in only a few minutes.

What impresses the customer? Many "little things" can add up to increased profits for you. Initiate a program to encourage customer suggestions and act upon good ideas. Pay attention to customer related suggestions from your salesmen, they are of your best channels of communication with the customer. Management should maintain close contact with customer opinions and attitudes by mail, personal contact, research and surveys.

Educate your customer about your products through personal attention or advertising. Test new products before releasing them to the public. You wouldn't want your reputation to depend upon an untested product or one you would not have. But if something new and better comes along, offer these items to the public.

Rude or thoughtless? Not you, but a rude employee hurts you just as much. Take time and care in hiring employees and then educate them and train them to represent you well. The salesman should present a good appearance and have a thorough knowledge

of your product line. Do not forget those important and "easy" telephone sales. Instruct your employees in telephone manners and a "yeah" is no way to answer the phone. Memorize sometimes fail, so have a pad and pen near phone for sales and messages. An "I forgot" does not impress the customer.

You cannot sell it, if you don't have it. Running out may cause a customer to try somewhere else next time. Keep a little extra inventory in busy times. Beat your competition to the customer through advertising. Keep your advertising informative and entice the customer with some offer. The success potential is there, but it's up to you to develop it. Cater to your customers. Give an extra bit of service so people will remember and tell others. Build on your existing customers. It is easier to increase their purchases than to draw new customers. Build an image. Steady and solid promotion will build an image. Also, use your personality to encourage people to buy your goods. Friendly and cordiality of your store and its goods.

Encourage teamwork. Give employees facts about

merchandise. And remember, praise employees in public and correct them in private. Plan ahead! Train employees can save your time for management work. Watch the calendar for special events which need advance preparation. Put an assistant in charge and take a day off, this will help him learn. Now is the time for financing plans for future growth.

Look for profit! Keep expenses in line. Determine a break-even point—the point at which sales volume and expenses are equal—and use this as a control. Take part in local clubs and organizations to build your community. Your store's opportunities for expansion are tied up with your community. A good place to live is good for business. Research has proven that profit compares directly to customer satisfaction levels. A cup of coffee or just a smile may be your best investment in customer relations. Try some of these ideas, let us know what you think of this article and when that difficult customer walks in, remember 'the customer is always right' or at least make him think so.

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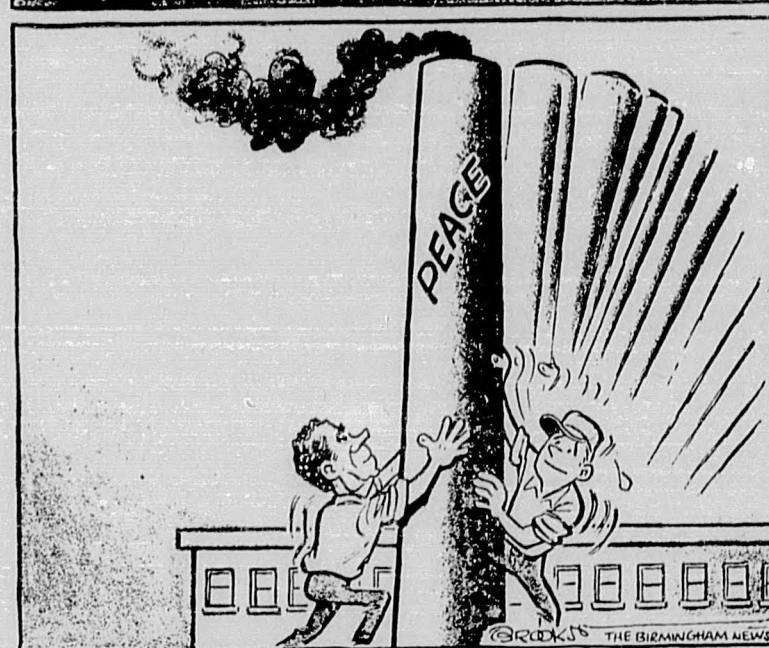
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## Tough Moving Job



## NIGHTTIME . . . IS THE RIGHT TIME THIS FALL

### TROY STATE UNIVERSITY

AT  
**FORT RUCKER**  
FALL QUARTER

REGISTRATION WILL BE HELD FROM AUGUST 30 THROUGH SEPTEMBER 17 IN BUILDING 5003.

CLASSES BEGIN SEPTEMBER 20 AND END DECEMBER 17. FOR INFORMATION CONTACT:

REGISTRAR - P. O. BOX 457, FT. RUCKER, ALABAMA 36360 - 255-3233/255-4935

MONDAY AND WEDNESDAY				TUESDAY AND THURSDAY			
CRSE NO	COURSE TITLE	QTR	TIME	CRSE NO	COURSE TITLE	QTR	TIME
Art 111, General Studies in the Visual Arts		3	7:10 - 9:15	Art 205/210, Art History Seminar/Survey		3	5:00 - 5:08
Bus 171, Principles of Management		3	7:10 - 9:15	Bus 191, Principles of Accounting (prerequisite: Accounting 191)		3	5:00 - 7:05
Bus 191, Principles of Accounting		3	7:10 - 9:15	Bus 252, Principles of Economics (prerequisite: Economics 251)		3	7:10 - 9:15
Bus 251, Principles of Economics		3	5:00 - 7:05	Bus 261, Principles of Marketing		3	7:10 - 9:15
Bus 421, Real Estate Finance (used for finance major)		3	7:10 - 9:15	Bus 451, Corporation Finance (prerequisite: Economics 452)		3	5:00 - 7:05
Bus 353, Money & Banking (prerequisite: Economics 252)		3	7:10 - 9:15	Bus 475, Business Statistics (prerequisite: algebra)		3	7:10 - 9:15
Bus 384, Distribution Systems (prerequisite: Marketing 383)		3	5:00 - 7:05	Bus 411, Policy & Decision Making (used for management major)		3	7:10 - 9:15
Bus 451, International Trade (prerequisite: Economics 252)		3	7:10 - 9:15	Bus 471, Business Law		3	5:00 - 7:05
Bus 453, Public Finance (prerequisite: Economics 252)		3	5:00 - 7:05	Bus 475, Personnel Management (used for management major)		3	5:00 - 7:05
Bus 471, Business Law		3	5:00 - 7:05	Bus 481, Business Communication & Report Writing		3	7:10 - 9:15
Bus 495, Business Administration Seminar		3	5:00 - 7:05	Bus 492, Advanced Accounting (prerequisite: Accounting 392)		3	5:00 - 7:05
Edu 431, Development of Education in the U. S. (prerequisite: admission to Professional Education Program)		3	5:20 - 6:45	Edu 471, Organization of Elementary School Program		3	7:10 - 9:15
Edu 432, Social Trends & the School Curriculum (prerequisite: admission to Professional Education Program)		3	7:10 - 9:15	Eng 102, Composition & Modern English II		3	5:00 - 7:05
Eng 101, Composition & Modern English I		3	7:10 - 9:15	Eng 201, Masterpieces of English Literature		3	5:00 - 7:05
Eng 201, Masterpieces of World Literature		3	5:00 - 7:05	Hist 102, Western Civilization II		3	7:10 - 9:15
Eng 401, Classics		3	5:00 - 7:05	Hist 201, U. S. Since 1865		3	5:00 - 7:05
Hist 101, Western Civilization I		3	7:10 - 9:15	Hist 212, England Since 1603		3	5:00 - 7:05
Hist 201, U. S. to 1865		3	5:00 - 7:05	Hist 311, The Old South to 1865		3	5:00 - 7:05
Hist 242, Latin American States		3	5:00 - 7:05	Hist 401, French Revolution & the Napoleonic Period		3	5:00 - 7:05
Hist 312, Russia		3	5:00 - 7:05	Hist 412, American Revolution & the New Nation (1763-1815)		3	7:10 - 9:15
Hist 361, Age of Absolutism		3	7:10 - 9:15	P.H. 441, American Government I		3	5:00 - 7:05
P.S. 441, American Constitutional Development		3	7:10 - 9:15	Psy 323, Behavioral Problems of Juveniles (prerequisite: Soc 321)		3	7:10 - 9:15
Psy 210, World Regional Geography		3	7:10 - 9:15	Math 123, Introductory Calculus (prerequisite: Math 122)		3	7:10 - 9:15
Psy 402, Political Geography		3	5:00 - 7:05	Math 132, Math in General Education		3	7:10 - 9:15
Math 111, College Algebra (prerequisite: high school algebra)		3	5:00 - 7:05	Bus 381, Music for the Elementary Teacher		3	7:10 - 9:15
Math 112, Plane Trigonometry (prerequisite: algebra)		3	7:10 - 9:15	Psy 300, Developmental Psychology		3	7:10 - 9:15
Math 122, Elementary Functions & Coordinate Geometry (prerequisite: trig)		3	7:10 - 9:15	Psy 302, Measurement & Guidance for Elementary & Secondary Teachers (prerequisite: Psychology 300 & admission to professional education program)		3	5:00 - 7:05
Phy 111, Music in Individual Development		3	7:10 - 9:15	Psy 303, Educational Psychology (prerequisite: Psychology 300 & admission to professional education program)		3	5:00 - 7:05
Phy 200, General Psychology		3	5:00 - 7:05	Phy 100, Human Biology		3	7:10 - 10:00
Phy 201, Psychological Statistics (prerequisite: 5 hrs psy)		3	5:00 - 7:05	Bio 101, General Biology (third quarter)		3	5:15 - 7:00
Phy 350, Psychology of Personality (prerequisite: Psychology 200)		3	7:10 - 9:15	Bio 231, Astronomy		3	7:10 - 8:25
Chem 141, General Chemistry		3	7:10 - 10:30	Bio 236, Observational Astronomy		1	8:25 - 9:25
Phy 251, General Physics (prerequisite: working knowledge of algebra & trig)		3	5:00 - 7:05	Bio 236, Earth Science		3	5:00 - 7:05
Co 515, Fundamentals of Guidance*		3	5:00 - 7:05	Bus 400, Private Instruction in Piano (day & time arranged)		1	xxxx - xxxx
Edu 613, Social Foundations of American Education*		3	5:00 - 7:05	Bus 402, Private Instruction in Piano (day & time arranged)		1	xxxx - xxxx
Edu 672, Problems of Teaching Selected Elementary School*		3	7:10 - 9:15	Bus 402, Group Guidance Procedures*		3	7:10 - 9:15
Edu 691, Methods in Educational Research*		3	7:10 - 9:15	Bus 449, Theory & Techniques in Counseling* (prerequisite: 10 hrs counseling & guidance)		3	5:00 - 7:05
Phy 350, Psychology of Personality*		3	7:10 - 9:15	Bus 450, Practice in Counseling* (prerequisite: Counseling 449)		3	7:10 - 9:15
Phy 611, Psychological Foundations of Education*		3	7:10 - 9:15	Edu 550, Methods & Techniques of Education Evaluation & Measurements*		3	5:00 - 7:05
Phy 635, Vocational Psychology*		3	5:00 - 7:05	Edu 601, State & Local School Administration*		3	5:00 - 7:05
Hist 122, Russia**		3	5:00 - 7:05	Phy 405, School Finance & Taxation*		3	7:10 - 9:15
Hist 353, Age of Absolutism**		3	7:10 - 9:15	Edu 550, Educational Sociology*		3	7:10 - 9:15
				Phy 300, Developmental Psychology**		3	7:10 - 9:15
				Phy 645, Analysis of the Individual* (prerequisite: a tests & measurements course)		3	5:00 - 7:05
				Bus 475, Personnel Management		3	5:00 - 7:05
				Hist 311, The Old South to 1865**		3	5:00 - 7:05
				Hist 401, French Revolution & the Napoleonic Period**		3	5:00 - 7:05
				Hist 412, American Revolution & the New Nation**		3	7:10 - 9:15

\*Courses open to graduate students only

\*\*Undergraduate courses open to graduate students

POOR ORIGINAL